



Introduction/Kick-Off

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Introduction/Kick-Off

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Interactive Electric Vehicle (EV) Leasing Industry Forum

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Agenda

- The Challenge
- California Prototype
- Issues for Discussion
 - Vehicle Specs
 - Maintenance and Repair
 - Telematics
 - Charging Infrastructure
 - Acquisition Strategy
 - Financials
- Way Ahead

- We will be taking notes
- Don't provide proprietary information
- Your participation needed to shape the way ahead

"The Best way to predict the future is to create it" - Abraham Lincoln



The Challenge (con't)

1. Dept. of Navy (includes Navy and Marine Corps)

Goals:

- Executive Order (E.O.) 13514 and SECNAV Directive (50% Reduction of Petroleum use)
- Executive Order 13693 not included until DOD Implementing Guidance provided

2. Implement New Executive Order 13693

- Focus on reduction of Green House Gas Emissions
- Zero Emission Vehicles (ZEV)- 20% of Passenger Carrying Vehicle Acquisitions are ZEVs by 2020; 50% by 2025
- Plan for Refueling Infrastructure

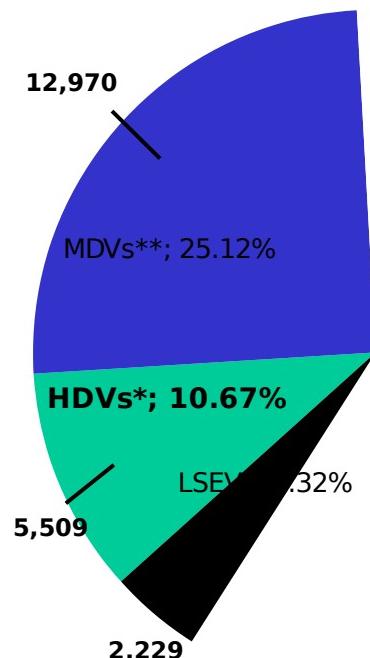
3. Explore leasing alternatives outside GSA

- DON has authority to lease vehicles directly from private sector
- Must be Cost effective
- Transform government vehicle leasing model

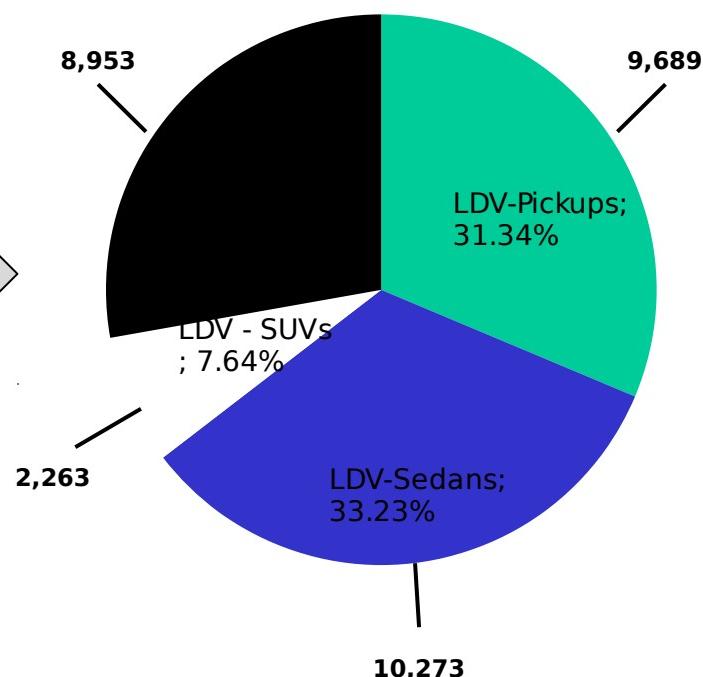
4. Leverage State & Federal incentives to deploy EVs

The Challenge (Con't)

**DON Fleet Composition by Vehicle Type
(51,626)**



**DON LDV Fleet Composition
(31,178)**



**LDV
Breakdown**



California Prototype

California Prototype

Vehicle Specs

Maintenance & Repair

Telematics

Charging Infrastructure

Acquisition (Leasing)

Financials

- Initial Focus – California Navy/USMC Installations
- Leverage Federal and State Tax/Incentives – Better Pricing
- Focus on all-Electric Sedans (Sub-Compacts and Compacts)
- Approximately 300-600 on Navy/USMC Installations
- Separated efforts between vehicles and infrastructure

California Prototype



DON Vehicle Fleet being considered



FLEET COMPOSITION

Navy Vehicles

Location	Sub-Total
San Diego	124
Coronado	17
China Lake	9
El Centro	8
Monterrey	4
Seal Beach	19
Point Loma	32
NAS Lemoore	18
Ventura	52
Other	25
Total	308

USMC Vehicles

Location	Sub-Total
29 Palms	7
Bristow	13
Camp Pendleton	89
MCRD San Diego	1
Miramar	49
Total	159

Total = 467 vehicles to be replaced

Vehicle Specs

California Prototype

Vehicle Specs

Maintenance & Repair

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Acquisition Leasing

Financials

Current Planning:

- Sub-Compact/Compact Sedans & Hatchbacks
- Automatic Transmission
- Power Steering
- 4/5 Passenger
- Dept of Transportation Standard for Highway and Interstate use
- Approx 60 Mile range between charges
- Attain minimum 65 MPH
- Equipped with Supplemental Restraint System (SRS) for all passengers

Reasonable?

Vehicle Specs (Con't)

California Prototype

Vehicle Specs

Maintenance & Repair

Telematics

Charging Infrastructure

Acquisition Leasing

Financials

Other possible Specs

- Standard battery life?
- Range?
- Climate conditions?
- Accessories (i.e. Radio)?
- Compatibility with infrastructure?
- Charging times?



Maintenance & Repair

California Prototype

Vehicle Specs

Maintenance & Repair

Telematics

Charging Infrastructure

Acquisition Leasing

Financials

What maintenance and repair standards are reasonable?

- Industry standard warranties?
- Location of repair facilities?
- Roadside Assistance?
- Turnaround Time?
- Loaner Vehicles?
- Scheduling?
- Accidents?

Telematics

California Prototype

Vehicle Specs

Maintenance & Repair

Telematics

Charging Infrastructure

Acquisition Leasing

Financials

What Telematics standards are reasonable?

- Mileage?
- Onboard Diagnostics?
- Active GPS?
- Web based w/ downloadable data?
- Cyber security requirements?
- Analytics and/or provided to gov't?
- Subscription Fee separate from lease or integrated?

Charging Infrastructure

California Prototype

Vehicle Specs

Maintenance & Repair

Telematics

Charging Infrastructure

Acquisition Leasing

Financials

Dept. of Navy will invest in, own, and maintain initial charging infrastructure Level I (120V) and Level II (240V) on base.

- What should we consider to be successful in the construction of charging infrastructure?
- What business/operational models for charging infrastructure should we consider for success?
- What options are available for Industry to invest in charging infrastructure?
- How are usage and billing data requirements accommodated?
- Are all chargers compatible with all vehicle makes/models?
- ~~What types should we consider (i.e. renewables)?~~

Acquisition Strategy

California Prototype

Vehicle Specs

Maintenance & Repair

Telematics

Charging Infrastructure

Acquisition (Leasing)

Financials

- Government Contracts have a base year plus option years. How will this impact cost to the Gov't and what should we consider to maximize best value/price?
- How will (or should) Federal and State tax incentives and/or rebates be reflected in the proposals?
- What liability does the government inherit with leased vehicles?
- Have you participated in other acquisition strategies that were successes?

Financials

California Prototype

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Acquisition Leasing

Financials

- What are some Innovative leasing/financing models (e.g. new vs. pre-owned vehicles)?
- What other ownership models can take advantage of tax incentives and/or rebates?
- Are there models or opportunities for third party infrastructure financing?
- Is there a preferred unit of measure for payment (e.g. mileage, time, kW)?



What have we missed?

- Are there other key requirements or issues the Dept of Navy should consider for success?
- What are some of your success stories or best practices the Dept of Navy should consider?
- Are there other Fleet Management concepts or models which should be considered?

Vehicle Leasing

- Request for Proposals: Sep/Oct 2015
- Contract Award: Nov/Dec 2015
- Delivery of Vehicles: TBD

Charging Station Infrastructure

- Site planning underway
- Local acquisition strategies are varied, but planning is underway
- Goal - Infrastructure in-place prior to vehicle delivery



Thanks for your input and assistance!

BACKUP

Interactive EV Leasing Industry

Forum

California Prototype



Zip code	Number of vehicles
92136	118
92118	39
93042	35
92110	32
90740	19
93246	18
93043	16
93555	9
92243	8
92055	94
93943	4
92145	50
92311	14
93042	1
93043	1
92278	7
92140	1



Interactive EV Leasing Industry

Forum

Charging Infrastructure

